

PREMIER FENCE

SALARY SALES REPRESENTATIVE(S) FULL TIME

PREMIER FENCE, INC. located in Saint Paul, Minnesota specializes in custom wood, vinyl, aluminum and iron products. We are recognized for our outstanding reputation by providing exceptional quality, service and installation. Immediate sales opportunities are available for Full Time Salary Sales Representatives.

SUMMARY: To professionally represent Premier Fence as a field sales representative and to build relationships with potential partners. Qualified leads provided by Premier. All projects are located in the Twin Cities Metropolitan area and surrounding vicinity.

ESSENTIAL DUTIES AND RESPONSIBILITIES WILL INCLUDE:

- To learn all products, applications, specifications and price structures
- Effectively & efficiently sets schedule for daily and weekly sales appointments
- Actively pursue new key accounts through prospecting
- To professionally present products and services to potential customers and partners
- Accurately describe Premier's products and services, policies and procedures, terms and conditions so customer will understand step-by-step process
- Computes job costs, layout and contract specifications and proposal
- Liaison and assistance between customer and Premier representatives during project
- Participate in sales meetings, trainings and promotional shows
- Other sales, marketing and company duties and projects as assigned

KNOWLEDGE, SKILLS, ABILITIES AND REQUIREMENTS:

- Exceptional oral and written presentation skills
- Strong verbal and written communication skills with the ability to listen and interpret
- Time management and planning
- Computer literacy
- Highly organized and able to quickly retrieve data
- Ability to calculate and perform job costing
- Provide accurate description in all phases of sale and completion of all applicable forms
- High level of interpersonal skills to effectively work with others
- Proven record of sales capabilities

EDUCATION AND/OR EXPERIENCE: College Graduate or three years experience in construction sales or related field sales and/or equivalent combination of education and experience.

CRITERIA FOR POSITION: Ideal candidate is a self-motivated, resilient and appropriately confident individual with exceptional presentation skills. Must possess the ability to analyze and interpret the needs of the customer and present the appropriate product to that need. Exhibits good sound judgment and demonstrates accuracy and thoroughness in an appropriate timeframe. Ability to adapt to variable scheduling requirements during peak and non peak sales periods.

COMPENSATION: \$25,000.00 base salary plus 5% commission. Company vehicle provided for daily use to and from appointments. Candidate must meet requirements and guidelines for this position. More detailed discussions regarding compensation will take place during the selection process. Excellent long term opportunity for motivated individual(s) who are able to meet the demands of the construction industry.